



## COMMONWEALTH of VIRGINIA

### DEPARTMENT OF MEDICAL ASSISTANCE SERVICES

600 East Broad Street, Suite 1300

Richmond, VA 23219

July 11, 2016

#### **ADDENDUM No. 2 TO VENDORS:**

**Reference Request for Proposal:** RFP 2016-06, Pharmacy Benefit Management Solution

**Dated:** June 15, 2016

**Proposal Due Date:** August 5, 2016

Below are updates that may delete, add, modify or clarify certain aspects of the aforementioned RFP. Please incorporate as necessary.

#### **1. Modification to Table 7 – Standard Requirements**

The RFP has been amended to properly reflect that the contractor will begin measuring the service-level (Appendix A-SLA's) within 30 days of the start of Operations and Maintenance, as follows:

The table 7 entry of "Will you agree to begin measuring the service-level (Appendix A – Service-Level Agreements) within 30 days of the start of the implementation of the Solution?" *is replaced with* "Will you agree to begin measuring the service-level (Appendix A – Service-Level Agreements) within 30 days of the start of the Operations and Maintenance phase of the Solution?"

#### **2. Modification to Table 7 – Standard Requirements**

The RFP has been amended to clarify the proposal response eligibility referenced in table 7 as follows:

The table 7 entry of "Do you affirm by submitting a proposal in response to this solicitation that you are not eligible and have/will not submit a proposal in response to other MES procurements released by the Department of Medical Assistance Services?" *is replaced with* "Do you affirm by submitting a proposal in response to this solicitation that you are not eligible and have/will not submit a proposal in response to the Integrated Services Solution procurement released by the Department of Medical Assistance Services?"

#### **3. Modification to RFP Section 9.a.14**

The first paragraph of RFP section 9.a.14 is updated as follows:

DMAS will review each proposal received by the due date and time to determine whether it meets the Must Have (“M”) factors of this RFP. All Must Have factors included in Section 9.a.15, Evaluation Factors, are evaluated on a met or not-met basis. Any proposal that does not meet all of the Must Have factors will be set aside and receive no further consideration.

**See Attachment 1 (below) for additional questions posed by Offerors and the Department of Medical Assistance Services (DMAS) responses.**

Please note some questions may take additional time to generate an adequate response. If you do not see a response to a question you have submitted, please monitor the DMAS and eVA website for future addendums.

**See Attachment 2 (below) for pre-proposal conference attendance roster.**

**See Attachment 3 (below) for pre-proposal conference transcript.**

A signed acknowledgment of this addendum must be received by this office, either prior to the proposal due date and hour required or attached to your proposal response. Signature on this addendum does not substitute for your signature on the original proposal document. The original proposal document must be signed.

Sincerely,



**Christopher M. Banaszak**  
DMAS Contract Manager

Name of Firm: \_\_\_\_\_

Signature and Title: \_\_\_\_\_

Date: \_\_\_\_\_

**Attachment 1**  
**RFP 2016-06, Addendum 2**  
**Offerors Questions and DMAS Responses**

RFP	Question #	RFP Cite	Offeror Question	DMAS Response
PBMS	10	General	If applicable, who is the incumbent?	This question is answered in RFP Addendum 1.
PBMS	11	General	Given the complexity of this RFP and the level of detail required in the vendors' proposal responses, will DMAS consider extending the deadline for submission to August 26th? While this is an extremely organized, thoughtful, and well prepared RFP, the additional time will ensure that all qualified bidders are able to return an equally thoughtful, accurate, and informative proposal response.	At this time, DMAS has no intent to extend the due date/time. If a decision is made to extend the deadline, DMAS will notify all participating Offerors by posting an Addendum on the eVA and DMAS websites.

**Attachment 1**  
**RFP 2016-06, Addendum 2**  
**Offerors Questions and DMAS Responses**

RFP	Question #	RFP Cite	Offeror Question	DMAS Response
PBMS	12	Section 8	<p>The requirement regarding bidder eligibility varies in one of the three areas where it is mentioned in the RFP. As indicted in the table below, Section 8. Contract Standards seems to prohibit vendors from responding to all other MES procurements, while other areas of the RFP specify ineligibility to respond to the Integrated Services Solutions procurement only. Please clarify whether the requirement in Section 8 should mirror the similar language in the other areas of the RFP.</p> <p>RFP Page # Section RFP Language            Page following the RFP Cover Letter Pre-Proposal Conference Information NOTE: Contractor acknowledges by submitting a proposal in response to this solicitation that it is ineligible to submit a proposal in response to the Integrated Services Solutions procurement released by the Department of Medical Assistance Services.</p> <p>Page 84 "Must Have Factors" Table, item #4 (M) Contractor acknowledges by submitting a proposal in response to this solicitation that it is ineligible to submit a proposal in response to the Integrated Services Solutions procurement released by the Department of Medical Assistance Services.</p> <p>Page 79 Section 8. Contract Standards Do you affirm by submitting a proposal in response to this solicitation that you are not eligible and have/will not submit a proposal in response to other MES procurements released by the Department of Medical Assistance Services?</p>	<p>The RFP has been amended for the referenced item in Section 8, Table 7. The updated language is as follows:</p> <p>Do you affirm by submitting a proposal in response to this solicitation that you are not eligible and have/will not submit a proposal in response to the Integrated Services Solution procurement released by the Department of Medical Assistance Services?</p>

**Attachment 1**  
**RFP 2016-06, Addendum 2**  
**Offerors Questions and DMAS Responses**

RFP	Question #	RFP Cite	Offeror Question	DMAS Response
PBMS	13	General	Could you please clarify what needs to be signed in Volume 2 - Cost Proposal? Appendix B and C did not include a signature page.	As part of their submission, most Offerors provide a signed "Cover/Introduction Memo", however, there are no DMAS documents for this section that require Offerors signature.
PBMS	14	Section 6	In RFP Section 6, Contractor Profile and Key Personnel, Contractor Proposal Compliance is identified as 6.a, Contractor Corporate Overview is identified as 6.b, Financial Information is identified as 6.c. and so forth. Please clarify whether the Contractor Proposal Compliance Section should be Item 1, followed by Contractor Corporate Overview as Item 2, Financial Information as Item 3.  Please clarify the numbering scheme.	The current numbering system for Section 6 is correct.
PBMS	15	General	Will DMAS provide DDR access for the CMS website?	Yes. Vendor contacts will be required to complete a DDR application and comply with all DDR requirements for use.
PBMS	16	General	How many individual programs does DMAs invoice for now? Are medical claims invoiced separately? MCOs?	Currently there are three programs, FFS, MCO and Supplemental. Medical claims for either FFS or MCO are not invoiced separately. In the future, other programs might be separated for invoicing (i.e. MLTSS).
PBMS	17	General	Please confirm that this requirement is for the 10th of the month after the quarter end (Jan 10, Apr 10, July 10 and Oct 10) and not after invoicing as invoicing is usually performed during the second month of the QTR. Would DMAS consider the 15th of the month after end of QTR to allow for greater review and analysis of data?	That is correct, all info is required by the 10th of the month, Jan, April, July and Oct. Currently the fiscal department requires this to occur 10 days from the end of the quarter.

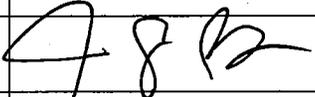
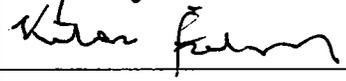
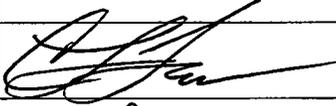
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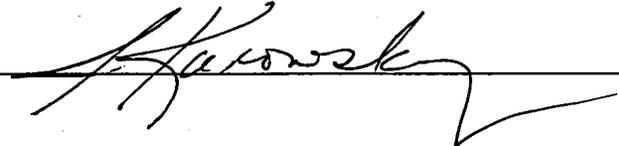
RFP	Question #	RFP Cite	Offeror Question	DMAS Response
PBMS	18	General	<p>How are 340B pharmacy claims currently identified for both the MCO and FFS programs, at the provider level or at the claim level?</p> <p>If 340B pharmacy claims are identified at the claim level, are they identified with a submission clarification code of 20 if the 340B status is known at the time of dispensing? If 340B status is not determined until after the drug is dispensed, is the Information Reporting (N1) transaction being utilized by providers and reported to the payer?</p> <p>How are 340B claims identified for medical drug claims? If determination of 340B status is made after the drug has been delivered, how is this communicated to the payer in the claim submission process?</p>	<p>For FFS and MCO claims, DMAS uses an include "value set" of all entities listed on HRSA's Medicaid Exclusion List. DMAS also requires the submission Clarification Code = 20 and Basis of Cost = 08 and require the 340B actual acquisition cost for the drug.</p> <p>DMAS can accept a N1 transaction, but currently not using this type of transaction since DMAS does not accept claims from "Contract Pharmacies".</p> <p>For FFS and MCO medical claims, the entity is identified from HRSA's Medicaid Exclusion List. In the future, the Submission Clarification Code and Basis of Cost will be developed to assist in identifying 340B claims.</p>
PBMS	19	General	Relative to the website, can DMAS provide specific examples of user-specific templates?	Examples of user specific templates are available on the DMAS website under MES Procurement Library / Vendor Reference Library / Benefit Plan Information / Pharmacy Services / Preferred Drug List / Virginia Medicaid Service Authorization (SA) requests.
PBMS	20	General	Relative to the website, can DMAS provide specific examples of previously entered forms that they would like to be clones?	See answer to related question "DMAS Website Templates (PBMS)"
PBMS	21	General	Would DMAS consider extending the Due Date for this RFP two (2) – three (3) weeks?	At this time, DMAS has no intent to extend the due date/time. If a decision is made to extend the deadline, DMAS will notify all participating Offerors by posting an Addendum on the eVA and DMAS websites.

**Attachment 1**  
**RFP 2016-06, Addendum 2**  
**Offerors Questions and DMAS Responses**

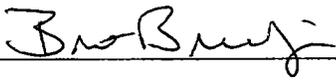
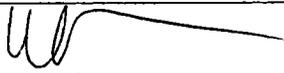
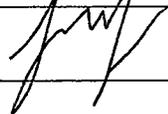
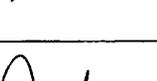
RFP	Question #	RFP Cite	Offeror Question	DMAS Response
PBMS	22	Section 9.a.15	<p>The requirement reads: Do you affirm that your response meets all of the Mandatory requirements listed in section 9.a.16?</p> <p>Should this reference be changed to 9.a.15? 9.a.15 lists the mandatory requirements. 9.a.16 references the procurement websites.</p>	<p>The RFP has been amended. The first paragraph of section 9.a.14 is updated as follows:</p> <p>DMAS will review each proposal received by the due date and time to determine whether it meets the Must Have (“M”) factors of this RFP. All Must Have factors included in Section 9.a.15, Evaluation Factors, are evaluated on a met or not-met basis. Any proposal that does not meet all of the Must Have factors will be set aside and receive no further consideration.</p>
PBMS	23	General	Is an incident defined as a single report or as the entire package of defined reports?	Each report as defined and mutually agreed upon is subject to an SLA.
PBMS	24	Appendix A	Will DMAS modify this SLA to clarify that the ISS Contractor's ability to receive the posted file will not be the limiting factor?	SLA remains as stated. It is the responsibility of the selected PBMS contractor to post batch files to the selected ISS Contractor in the time specified in the SLA / contract.
PBMS	25	General	Given the complexity of the RFP, the coordination necessary with the SWAM vendor, and the Independence Day Holiday, would DMAS consider extending the deadline by two weeks?	At this time, DMAS has no intent to extend the due date/time. If a decision is made to extend the deadline, DMAS will notify all participating Offerors by posting an Addendum on the eVA and DMAS websites.

**600 East Broad Street Building Security and DMAS Visitor Log**  
**RFP 2016-06 MES Pharmacy Benefit Management Solution Pre-Proposal Conference**  
**June 29, 2016 at 10:00 AM ET in Conference Rooms 7A/B**  
**Pre-registered Attendees**

ARRIVAL TIME	Acknowledgement Confirmation Sent	Offerors Name (Print Clearly)	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
9:55	Yes	OptumRx	Craig Boon		ID	11:15
9:55	Yes	Oracle	Kitou Futrell		ID	
	Yes	Oracle	Susan Kreikamp			
	Yes	Oracle	Sang Lee			
	Yes	Ventech Solutions	Mike Carrier			
	Yes	Ventech Solutions	Rachel Heitz			
	Yes	Ventech Solutions	Sunil Porter			
9:50	Yes	Xerox State Healthcare	Chris Law		ID	
9:50	Yes	Xerox State Healthcare	MaryAnn McNeil		ID	

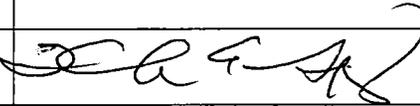
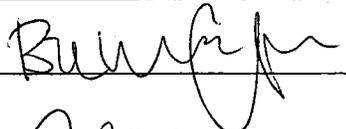
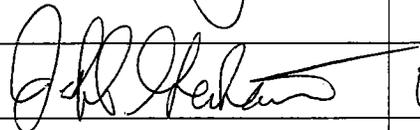
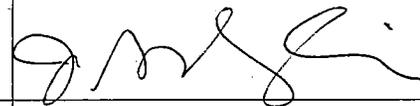
REVIEWED BY: 

**600 East Broad Street Building Security and DMAS Visitor Log**  
**RFP 2016-06 MES Pharmacy Benefit Management Solution Pre-Proposal Conference**  
**June 29, 2016 at 10:00 AM ET in Conference Rooms 7A/B**  
**Pre-registered Attendees**

ARRIVAL TIME	Acknowledgement Confirmation Sent	Offerors Name (Print Clearly)	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
						11:15
9:29	Yes	Goold Health Systems	<del>Deidre McCormick</del> Brent Breeding		DL	
	Yes	R.G. Green & Associates	Ron Greene			
9:46	Yes	GrantThornton	Keith Wine		DL	
9:50	Yes	GrantThornton	Aleks Ivanovski		DL	
9:55	Yes	InterVRx	Susheel Jain		DL	
	Yes	Magellan Rx Management	Susan Cobbs			
9:56	Yes	Magellan Rx Management	Debbie Moody		work id	

REVIEWED BY: Nancy Malszewski

**600 East Broad Street Building Security and DMAS Visitor Log**  
**RFP 2016-06 MES Pharmacy Benefit Management Solution Pre-Proposal Conference**  
**June 29, 2016 at 10:00 AM ET in Conference Rooms 7A/B**  
**Pre-registered Attendees**

ARRIVAL TIME	Acknowledgement Confirmation Sent	Offerors Name (Print Clearly)	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
9:45	Yes	Astyra Corp	Ken Ampy		VADL	11:15
9:45	Yes	Astyra Corp	Brenna Caton		VADL	
	Yes	Astyra Corp	Sam Young			
9:56	Yes	CA Technologies	Jeffrey Gerhart		VADL	
	Yes	CA Technologies	Patrick Maloney			
9:56	Yes	CA Technologies	Jaleh Sadeghzadeh		VADL	
	Yes	CAS Severn	Mark Belluz			
	Yes	Deloitte	John Singleton			
	Yes	EngagePoint	Kacie Winsor			
	Yes	EngagePoint	Christopher Breining			

REVIEWED BY: 



**600 East Broad Street Building Security and DMAS Visitor Log**  
**RFP 2016-06 MES Pharmacy Benefit Management Solution Pre-Proposal Conference**  
**June 29, 2016 at 10:00 AM ET in Conference Rooms 7A/B**  
**Pre-registered Telephonic**

ARRIVAL TIME	Acknowledgement Confirmation Sent	Attendance Method (P/T)	Offerors Name (Print Clearly)	PRINTED NAME	SIGNATURE	ID TYPE	DEPARTURE TIME
	Yes	Telephonic	Blue Tack Consulting, LLC	Lorrie Scardino			11:15
	Yes	Telephonic	Blue Tack Consulting, LLC	Maribeth Fargnoli			
	Yes	Telephonic	CA Technologies	Staff			
	Yes	Telephonic	Deloitte	Don Parr			
	Yes	Telephonic	Goold Health Systems	Staff			
	Yes	Telephonic	Magellan Rx Management	Rob Coppola			
	Yes	Telephonic	Maximus, Inc.	Jan Nesom			
	Yes	Telephonic	Meridian Health Plan	Aaron Scheich			
	Yes	Telephonic	Molina Medicaid Solutions	Kelly Steinmetz and Nate Taylor			
	Yes	Telephonic	Oracle	Dave Myers, Eric Diruzzo, Mitch Palski, Travis Moretti, Donna-Mae Shyduik, Patrick Dawson, Sang Lee, Kitou Futrell, Joseph			



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DEPARTMENT OF MEDICAL ASSISTANCE SERVICES

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MANDATORY PRE-PROPOSAL BID CONFERENCE

RFP 2016-06

REQUEST FOR PROPOSAL FOR

PHARMACY BENEFIT MANAGEMENT SOLUTION

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June 29, 2016

10:00 a.m. - 10:45 a.m.

Richmond, Virginia

Job No. 30893

REPORTED BY: Kurt D. Hruneni, CVR, CCR-VA

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APPEARANCES ON BEHALF OF DMAS:

CHRIS BANASZAK, Contract Officer

FRANK GUINAN, Project Manager

\* \* \* \* \*

1 (10:00 a.m., June 29, 2016)

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P R O C E E D I N G S

4

5 MR. BANASZAK: Good morning. We're going  
6 to get started. This is our third presentation in  
7 the series of four. Some of you who were here  
8 yesterday are going to get a rehash, it will be a  
9 repeat. The folks that are new, I just want to  
10 welcome you and thank you for coming to today's  
11 session.

12 For the record, today is Wednesday, June  
13 29th, 2016, at approximately 10:00 a.m., and this  
14 is the optional pre-proposal conference for  
15 RFP2016, entitled, "Pharmacy Benefit Management  
16 Solution."

17 This meeting is being held in conference  
18 room 7A and B at the Department of Medical  
19 Assistance Services located at 600 East Broad  
20 Street, Richmond, Virginia, 23219.

21 As stated in the RFP, I would like to remind  
22 all potential Offerors that this is an optional  
23 pre-proposal conference, and attendance is not  
24 mandatory, and no Offeror will be prohibited from  
25 submitting a proposal if they did not attend

1 today's conference. Although optional, we do  
2 encourage interested Offerors to attend in order  
3 to gain additional insight for this procurement.

4 Please note that we have a court reporter in  
5 attendance to record the conference. And in  
6 addition to the attendance roster, which you all  
7 signed when you came into the building today, this  
8 transcript will be posted in an RFP addendum at a  
9 later date.

10 Before proceeding I'd like to go over a  
11 couple of housekeeping items. If you have any  
12 drinks, water, coffee, whatever, just make sure  
13 that when you leave, you know, you take your trash  
14 with you. Please ensure that any cell phones, or  
15 pagers, or other electronic devices, are off or on  
16 mute. I'm not sure how many people use pagers  
17 anymore, but if applicable, please put it on  
18 vibrate.

19 If you do get a call for some reason, or you  
20 have to step out, you know, you're not going to  
21 hurt my feelings. Please feel free to go out to  
22 the lobby or the break room down the hall and take  
23 your call. Restrooms are located -- the ladies  
24 room is located on the righthand side as you come  
25 in. The mens room is located across from the

1 receptionist.

2 In the event of an emergency, I stated this  
3 the other day, but the first rule is don't panic.  
4 The second rule is remember rule one. And I will  
5 follow -- I will guide you out to the stairwell,  
6 and we will take the stairwell down to the main  
7 lobby.

8 Today we have with us -- for introductions,  
9 we have Kurt Hruneni from Cavalier Court  
10 Reporting. My name again is Chris Banaszak. I'm  
11 the Contract Officer for this solicitation. And  
12 we have Frank Guinan, who is the Project Manager  
13 for this solicitation.

14 As stated in the RFP, the purpose for this  
15 conference is to allow DMAS an opportunity to  
16 clarify various facets of the RFP. In addition,  
17 attendance will also give DMAS an opportunity to  
18 get a better understanding of the number and type  
19 of potential Offerors interested in submitting a  
20 proposal.

21 Although by attending this conference  
22 Offerors are not committed or obligated to submit  
23 a proposal, it will allow DMAS to plan for future  
24 based on current interest.

25 Again, the RFP will serve as the agenda for

1 the conference to provide DMAS the opportunity to  
2 emphasize and clarify critical aspects of the  
3 solicitation. Due to this meeting not being an  
4 effective forum to properly address questions  
5 orally, and with provisions in the RFP for  
6 questions to be submitted electronically in  
7 writing, we will not be entertaining questions  
8 today.

9 Offerors are reminded however that the  
10 deadline for submitting your questions is Friday,  
11 July 15th, no later than 10:00 a.m. local time.  
12 Again, it's not next Friday after the 4th, but  
13 it's the following Friday. So you have  
14 approximately two-and-a-half weeks.

15 In addition, any changes made to the RFP  
16 will be made via an RFP addendum issued in eVA and  
17 the DMAS website. However, I want you to all  
18 remember that eVA is the official and controlling  
19 website. It's the official site.

20 So if there's something incorrectly posted  
21 on the DMAS website, you know, we may correct it  
22 and everything. But all the official documents,  
23 any changes or updates, are on eVA.

24 For those unfamiliar with eVA, it is the  
25 Commonwealth's electronic procurement system

1 initiated in 2000. eVA provides public visibility  
2 over most purchases and eliminates bureaucracy  
3 previously associated with getting procurement  
4 information. eVA Future Procurements and eVA  
5 Virginia Business Opportunities alerts Vendors to  
6 upcoming solicitations.

7 And there is a statement requirement in the  
8 RFP that participating Offerors are required to  
9 register with eVA. And again, this is a -- I  
10 don't know. Like I said, you all may be familiar  
11 with it. It's probably how you found out about  
12 the solicitation. But, you know, it's open to the  
13 public.

14 I mean, I have people calling me who aren't  
15 Vendors, you know, making inquiries, FOIA  
16 requests, and they get this information off of  
17 the, you know, eVA website. My ex boss, who  
18 retired three and a half years ago. I don't know  
19 if any of you know him, Bill Sydnor, he's retired,  
20 like I said, three-and-a-half years ago. He  
21 retired the same day the Pope retired. And he  
22 still calls me up, because he still gets up early,  
23 he gets up at like 5:00 o'clock, and he'll call me  
24 up and say, "Oh, I see you got this RFP posted out  
25 there." And I'm like, "Geez, this guy's retired."

1 But he still goes out there and looks and looks  
2 around.

3 So there are people out there that go out  
4 there and use the site. And like I said, it's a  
5 good system. Registration is free. And depending  
6 on which commodity code you register under, you'll  
7 get automatic notification of any solicitations.

8 Keynotes. Okay, at this time I'm going to  
9 cover some key components of the RFP that I feel  
10 important and need emphasizing. Afterwards I will  
11 turn the program over to Mr. Guinan.

12 Okay. The first thing I want to talk about  
13 again, I mentioned this earlier, are questions.  
14 The deadline for questions is 10:00 a.m. on July  
15 15th. We ask that all questions be submitted in  
16 writing to the mailbox identified in the RFP.

17 DMAS will work on responding to the  
18 questions as they are received and post all Q and  
19 As in an RFP addendum. DMAS will not respond to  
20 email back to the Offeror with response to the  
21 questions. Our plan is to start working on  
22 responses to questions as they arrive and post in  
23 multiple addendums.

24 If we get 300-plus questions on the due  
25 date, you know, please bear with us in getting a

1 response out, because we may not get them out that  
2 same week. Like I said, we've got -- we received  
3 some questions already, and we've gotten some  
4 responses. And, you know, we're working on the  
5 addendums to get that out as soon as we can.  
6 Again, we'll be doing weekly addendums with the Q  
7 and As to get them out there so that you all can  
8 get responses.

9 As a heads up, and I mentioned this earlier,  
10 too -- well, one of the other suppliers here, is  
11 when we post our responses we're only going to  
12 post the RFP cite, question, and our response.  
13 We're not going to post the name of the submitting  
14 Offeror. That adds no value to the procurement.

15 The next thing I want to talk about is the  
16 proposal due date. Deadline for receipt of  
17 proposals is 10:00 a.m. on Friday, August the 5th,  
18 2016. This is referenced in the RFP cover page.  
19 It's referenced in Section 9.A.17, which is the  
20 timetable, and Section 9.B.1, which is the  
21 Contractor's Proposal Submission Format.

22 If you're going to mail it make sure you  
23 mail it to my attention, Department of Medical  
24 Assistance Services, 600 East Broad Street, Suite  
25 1300, Richmond, Virginia, 23219. That is our

1 official mailing address. That's where FedEx  
2 delivers, UPS, USPS, all the major couriers  
3 deliver.

4 If you're going to hand-deliver it, okay, it  
5 will go to my attention, Department of Medical  
6 Assistance Services, 7th Floor Receptionist, 600  
7 East Broad Street, Richmond, Virginia, 23219.

8 I will be stationed at that location on the  
9 due date proposals are due waiting, you know, if  
10 anything comes in late or near the deadline. I  
11 want to make sure, you know, I'm going to try to  
12 get as many proposals as I can in before the  
13 deadline as I can. And I don't want to, you know,  
14 omit anybody from a technicality because they  
15 deliver to the wrong place, or, you know, they  
16 couldn't make it here on time or whatever.

17 We want competition. There is no incumbent  
18 for this contract. It's open. Like I said, we're  
19 trying to get the best of the best.

20 I do have my minions downstairs walking  
21 around and looking for people. Because you can  
22 tell people who are coming in to deliver  
23 proposals, you know, they got like -- especially  
24 if it's like due at 10:00 o'clock and it's 9:50  
25 and they're -- they will guide them up to the 7th

1 Floor and get them in as quick as we can.

2 Some words of advice to pay special  
3 attention to is under RFP Section 4 and Appendix  
4 C. Okay, this is where the Offerors shall submit  
5 their present proposals using the Microsoft Excel  
6 spreadsheet provided in the solicitation which is  
7 attached as Appendix C.

8 This shall be a firm fixed price for each  
9 stage of the contract which includes design,  
10 development, and implementation, more commonly  
11 known as DDI, operations and maintenance, or O&M,  
12 and O&M optional years.

13 The total sum for all stages will be used to  
14 determine the best value scores and used in the  
15 calculation of scores for the small business  
16 subcontracting plans, also known as SWaM plans.

17 I think what needs to be taken away here is,  
18 you know, your pricing needs to be inclusive of  
19 everything contained in your solution; okay?

20 I mentioned this the other day. If you're  
21 going to propose the kitchen sink, make sure you  
22 include the price for that sink. If you're going  
23 to propose some enhancement here at no charge,  
24 well, make sure you document it, you know,  
25 document that N/C, no charge. Again, like I said,

1 you're only going to get paid what's in that  
2 pricing proposal and what's negotiated.

3 RFP Section 6, Contractor Profile and Key  
4 Personnel. This section provides an opportunity  
5 to tell DMAS a little bit about yourself. Please  
6 be thorough and mindful of some sections with page  
7 limitations.

8 With regards to proposed staffing, you know,  
9 as we get into the evaluation negotiations, you  
10 know, I can probably tell you for a fact we're  
11 going to interview some of the key staffing that  
12 you're proposing. And you know how interviews go.  
13 I mean, when you're hunting for a job you  
14 interview five people and you're going to select  
15 one.

16 You know, in this process you're going to  
17 propose one person, and we're going to interview  
18 that person. They may or may not mesh. And, you  
19 know, if we come back to you and say, "Hey, we're  
20 not sure if this person's going to work out, you  
21 know. Could you propose somebody else?" It may  
22 come down to that.

23 I mean, you could have the Drug Czar for  
24 Pharmacy Benefit Management Services. But like I  
25 said, if the DMAS staff and they do not mix, or,

1 you know, we see an issue, you know, like I said,  
2 we may come back to you for an additional person.

3 Moving on to RFP Section 8 and Appendix H,  
4 which is the contract. This section covers the  
5 contract, which is attached as Appendix H, and  
6 Table 9 entitled, "Standard Requirements."

7 The Offerors need to complete this table and  
8 submit it with their proposal. This table is  
9 essentially the Offeror's attestation agreeing  
10 compliance with the listed items.

11 And if you go to that section, you know,  
12 there's a table there, you know, "Do you agree  
13 that the contents of your response to this RFP may  
14 become part of any contract that may be entered  
15 into as a result of this RFP? Do you agree that  
16 all provisions of the DMAS contract" -- which is  
17 Appendix H -- "not redlined or so-noted are  
18 acceptable?" And, you know, there's a couple  
19 other ones.

20 Appendix H, that is the template for the  
21 contract to be signed between DMAS and the winning  
22 Offeror. You are given an opportunity to provide  
23 comments with your suggested language in the form  
24 of notes, comments, or redlines. Any changes will  
25 be discussed with the Offerors during

1 negotiations.

2           However, a reminder. I mean, this is a  
3 scored criteria and Offerors are encouraged to  
4 give careful review and consideration when making  
5 changes. All I can say is there are some things,  
6 you know, that are cut in stone that we don't have  
7 a lot of leeway in. You know, we may be able to  
8 make some modifications.

9           But, you know, like identification, our  
10 Business Associate Agreement, some of those  
11 documents, you know, those have already been  
12 approved by our OAG. We would prefer to use that  
13 language. But, you know, some businesses, it may  
14 not be acceptable for them to use it. But, hey,  
15 we're giving you an opportunity to come back to us  
16 with suggested language; okay?

17           Note that there are some exhibits included  
18 as part of the contract. These do not need to be  
19 completed as part of your submission. For  
20 example, the certification regarding lobbying and  
21 the DMAS BAA, these documents will be completed as  
22 part of negotiations.

23           Exhibit D, which is the End User License  
24 Agreement, EULA, and Exhibit G, the Application  
25 Service Provider, however should be included if it

1 applies to your proposed solution. Meaning some  
2 solutions, you may need to include these exhibits.  
3 If not, document that and don't include them.

4 RFP Section 9.A.10, Proprietary Information  
5 and Appendix F. This is one of my pet peeves.  
6 I'll get on the bandwagon on this. I cannot  
7 iterate enough that the information you submit,  
8 you know, at some point in time will be open for  
9 public inspection.

10 There's a caveat though. Trade secrets or  
11 proprietary information submitted by an Offeror in  
12 connection with a procurement shall not be subject  
13 to the Freedom of Information Act. That's under  
14 Section 2.2-3700, which is the Virginia Freedom of  
15 Information Act.

16 However, in order for these protections to  
17 take effect the Offeror shall do three things to  
18 prevent this from happening. One is invoke the  
19 protections to the section prior to or upon  
20 submission of the data. And this is Section 2.2-  
21 4342 of the Virginia Public Procurement Act.

22 Number two is identify the data or other  
23 materials to be protected. And, three, you need  
24 to state the reason why protection is necessary.

25 And again, this is all under the Virginia

1 Code 2.2-4342 of the Virginia Public Procurement  
2 Act, and 2.2-3700 of the Virginia Freedom of  
3 Information Act.

4 Now you cannot classify the whole proposal  
5 or line item prices or proposal prices as  
6 proprietary and/or confidential. I mean, the  
7 public has a right to know what they're being  
8 charged for these services.

9 If done, I will notify you and give you a  
10 reasonable time to withdraw an entire  
11 classification designation. If unwilling, the  
12 proposal may be rejected.

13 The good part is in the RFP DMAS provides a  
14 form for Offerors to use to identify and comply  
15 with this requirement, which is Appendix F,  
16 Proprietary/Confidential Information  
17 Identification Form, which shall be used; okay?

18 We try to make it as easy as possible.  
19 We're not asking the Offeror or suppliers to  
20 generate their own form to identify, okay, what's  
21 proprietary or confidential. We're giving you  
22 that form. All you've got to do is fill it in,  
23 sign it, and send it in.

24 Another tip is whatever you send in as your  
25 redacted copy, make sure it's redacted. I mean,

1 I've had some individuals submit their redacted  
2 copy and it looked like it was just highlighted or  
3 something like that. I could still read the  
4 information.

5 But, you know, Adobe Acrobat Pro, I mean,  
6 it's a good tool. Whatever you highlight and  
7 accept it will redact. But just make sure of  
8 that, because I may or may not look at the, you  
9 know, redacted copy. I may just put it into the  
10 file for release. And, you know, I'm not going to  
11 take responsibility for releasing anybody's  
12 proprietary information. Because I'll just go  
13 back to that file and say, "This is what you gave  
14 me."

15 Moving on. The procurement contract for  
16 this RFP under Section 9.A.12 is me, I'm the SPOC.  
17 All questions or communications shall be directed  
18 to me through the RFP mailbox. Offerors should  
19 not be calling or discussing this RFP with DMAS  
20 staff for a contract.

21 DMAS staff, you know, I know it's been  
22 months, probably over a year, you know, everybody  
23 that's been working on this RFP or that's involved  
24 with the RFP has signed conflict and  
25 confidentiality of information statements. So

1 all of our staff are aware of maintaining the  
2 information and not discussing this with anybody  
3 outside of the procurement.

4 So, you know, as a courtesy, we don't want  
5 hear any rumors of any Vendors trying to contact  
6 our staff. Because if they do they'll report them  
7 to me and I'll probably send out a nasty letter or  
8 something.

9 Must have factors, evaluation factors, which  
10 is under RFP Section 9.A.15. Please note the must  
11 have factors listed in this section. One is the  
12 proposal is received by the due date and time. I  
13 think I've already beaten this dog enough. We  
14 can't accept any proposals that come in after the  
15 due date and time, period.

16 Two, contractor affirms it's current with  
17 taxes to the Commonwealth. This is under Section  
18 8, Table 9. Again, you know, if you owe the  
19 Cardinal money, he's going to get it. He's going  
20 to put you on the debarment list and we can't sign  
21 a contract. That's one of the pitfalls. So, you  
22 know, please make sure that your firm, whoever's  
23 submitting the proposal is current on their taxes.

24 Contractor accepts statutory provisions at  
25 the listed URLs. Okay. These URLs will take you

1 to a link on the VITA website. And they include  
2 such clauses as applicable laws and courts, anti-  
3 discrimination, eVerify, antitrust, payment  
4 clause, modification clause, drug free workplace.  
5 Would that apply to you all? And some of the eVA  
6 terms and conditions.

7 Number four, contractor acknowledges -- this  
8 is an important one -- by submitting a proposal in  
9 response to this solicitation that it is  
10 ineligible to submit a proposal in response to the  
11 Integration Services Solution procurement released  
12 by DMAS.

13 Again, the Offeror is going to affirm that  
14 they have met the must haves on Section 8, Table  
15 9. And that's more than likely where I'll go to  
16 when I do the checking for the proposals as they  
17 come in. I'm going to go through and check each  
18 of the proposals, okay, "Did they meet the must  
19 haves?"

20 Received on time; okay. They say they're  
21 compliant with no taxes. They have acknowledged  
22 that they accepted the statutory provisions, and  
23 they've acknowledged that they will not submit a  
24 proposal to the Integrator.

25 And I also go back -- and I'll mention this

1 a little later. I'll go to the eVA website, and  
2 there's a link there I can check and it tells me  
3 if there are any Vendors who are debarred because  
4 of tax. The Department of Taxation has a list out  
5 there. So I can go out and confirm. But we ask  
6 the Offerors to acknowledge themselves.

7 Moving on. Section 9.A.19, Excluded Parties  
8 List. Offerors must affirm that they are  
9 currently not debarred on the federal government  
10 system for award management, which is the SAM  
11 site, or the Virginia debarment list.

12 Again, out on the eVA website under the link  
13 "I Buy for Virginia," if you click that link  
14 there's several links there that will link you to  
15 the enjoinder list, a prohibited list from the  
16 Department of Taxation, and a debarment list from  
17 the Division of DPS. And I go through and check  
18 all those lists to verify that none of the  
19 Offerors are on there.

20 If for some reason, if your name is on that  
21 list, you know, I'm not going to argue with the  
22 Vendor. I would be up to the Vendor to go to that  
23 particular entity to get their name off the list.

24 Section 9.B, Proposal Format. This defines  
25 the format for submission and number of hard and

1 electronic copies. Please note that in all DMAS  
2 procurements we keep the technical proposal  
3 submissions separate from the cost proposal. It's  
4 not a requirement in the Code or anywhere else  
5 that you do that. But we do that so our  
6 evaluators are not influenced by cost. Because  
7 how many people would -- Probably the first thing  
8 they're going to go look at and say, "What's the  
9 cost?", and they go look at the costs. And when  
10 they get into the evaluation of the technical  
11 proposal it could influence their decision-making.  
12 We hope not, but it could.

13 We don't let that happen. I'm the only one  
14 that gets the costs proposals. I don't share that  
15 with anybody until we get into negotiations; okay.  
16 So that's why we tell them to submit it separately  
17 in a sealed envelope. It's kept separate.

18 Two, format allows the evaluators to follow  
19 the Offeror's response to the RFP requirements and  
20 locate information without having to search. In  
21 the RFP we have what's called the Requirements  
22 Traceability Matrix, RTM. That's something that  
23 the Offerors will attest to like, "Yes, No,  
24 Future." And they also link that back to the  
25 response in the proposal.

1 I can't tell you how beneficial that is to  
2 the evaluators when they go to evaluate for that  
3 requirement. They can go to that RTM, "Where is  
4 located in the proposal?", and go back there and  
5 read your response. I mean it's gold. It saves  
6 them a lot of time from having to search and try  
7 to find responses.

8 Also note that Volume 3 for a redacted copy.  
9 This is purposely done to ensure your information  
10 is not released improperly. I take that CD that's  
11 identified as redacted, I load that into my  
12 redacted file for release; okay? So we try to  
13 keep all the files separate and in some type of  
14 order.

15 Okay, documents. There are several  
16 documents requested in your RFP that need to be  
17 submitted with responses, and some are signed,  
18 some are not. And these include the Executive  
19 Summary, which I've seen it go both ways. It may  
20 or may not be signed.

21 The addendums that we post, they should be  
22 signed and dated and returned back to me. And  
23 that's simply an acknowledgment that you've read  
24 the addendum and, you know, updated the changes  
25 into the RFP, or you read the Q and As and you

1 understand everything about the procurement.

2 There's a transmittal letter. Appendix B,  
3 which is the SWaM. The SWaM will be submitted  
4 with your cost proposal, again, because that has  
5 costs in it. We're not sharing costs with the  
6 evaluators.

7 Appendix B, the SCC form. Make sure you're  
8 eligible to be -- you know, you're certified to do  
9 business in the Commonwealth.

10 Appendix E, which is the Certification of  
11 Compliance with Prohibition of Political  
12 Contributions and Gifts. And again, you know, I  
13 get that list. On the date that the proposals  
14 come in I create a list of all of the Offerors who  
15 submit proposals.

16 On a weekly basis that list goes over to the  
17 Division of Purchases and Supplies, and they match  
18 that up with -- I'm assuming they have a database  
19 that they can match it up against firms, or  
20 vendors, contractors, who made political  
21 contributions. If your name is on that list, and  
22 they see that you made a contribution, we might  
23 have an issue; okay?

24 And your name will stay on the list until we  
25 make an award. So after award we'll take the

1 names off the list. We're good to go.

2 Appendix F, Proprietary/Confidential  
3 Information Identification. Again, please  
4 complete that and submit that with your proposal.

5 Appendix G, Offeror Certification. Again,  
6 this is your firm certifying that they have  
7 performed ethically during this procurement  
8 process.

9 Proposal Evaluation Form. We post this out  
10 there with the RFPs. This identifies the criteria  
11 by which the proposals will be scored and the  
12 weight assigned. So you know the evaluation form  
13 pretty much mirrors the RTM. We can only score  
14 you based on what we ask for. We can't score you  
15 on anything else. We also included a narrative on  
16 the calculation process that we're going to use.

17 A little bit about eVA orders and contracts.  
18 Some people overlook this. It is a term and  
19 condition in the contract that we will create one  
20 order for the base contract period. The eVA fee  
21 currently for a small business is one percent  
22 capped at \$500, a non small business is one  
23 percent capped at \$1500.

24 So some people get surprised when they get a  
25 bill from Ariba or DGS, which is the Department of

1 General Services, for eVA and will say "What's  
2 this for." But we're actually doing you favor;  
3 okay?

4 Theoretically we could cut the eVA order for  
5 each year of the contract, which would be five  
6 separate orders, and eVA could bill you for each  
7 of those five separate orders. We don't do that.

8 Whatever the base period is I create one  
9 order for you and that's all you get charged for;  
10 okay. We're not going to nickle and dime, you  
11 know, anything. We're in compliance with the  
12 procurement rules, and that's what we do.

13 The last thing I want to touch on before I  
14 turn it over to Frank is the SWaM, Procurement  
15 Subcontracting Monthly Report and Small Business  
16 Procurement Plan.

17 A lot of these procurements that we're  
18 doing, and I said this previous, too, they may or  
19 may not be eligible to submit a proposal because  
20 the scope of work is too big, too cumbersome, or,  
21 you know, they're just not qualified to do the  
22 work themselves as a prime contractor.

23 And they may be contacting some of the  
24 larger firms to do -- you know, get some  
25 subcontracting opportunities. We encourage you

1 to, you know, take them into consideration and  
2 include them in your SWaM business plan as part of  
3 your submission. It is a scored criteria. It's  
4 part of the scoring. And, you know, like I said,  
5 they're the backbone for the Commonwealth. Even  
6 though, you know, like I said, they're a small  
7 business, we're trying to break these contracts  
8 into smaller modules to give more people an  
9 opportunity. But even so, they may be more  
10 complex and too big for other small businesses to  
11 bid on.

12 But I'll tell you what, I'm sure, I'm 100  
13 percent sure they could do some of the work. So  
14 we encourage, you know, our prime contractors give  
15 every consideration to small businesses.

16 And with that I will turn it over to Frank.

17 MR. GUINAN: Good morning. I wanted to  
18 thank you all for participating this morning, also  
19 to thank the folks on the phone. Both Chris and I  
20 are here today to help you to decide, and once you  
21 do decide, to help you with your submission to the  
22 proposal.

23 My name is Frank Guinan. I am the Director  
24 of the Project Management Office here at DMAS.  
25 Again, I will manage the Modern Enterprise System,

1 or MES program. I'll do that alongside with DMAS  
2 management, IM management, and division  
3 management, and also with the assistance of the IT  
4 agency known as Virginia Information Technologies  
5 Agency, or as we affectionately call them, VITA.

6 Some additional oversight I wanted to share  
7 with you is we have a steering committee of the  
8 business owners. We'll have a governance  
9 committee of DMAS leadership. Our MES program is  
10 being monitored by the CIO of Virginia, Nelson  
11 Moe. And we will give him quarterly updates, as  
12 we have for the last 12 months.

13 Each project at DMAS will have a project  
14 team consisting of a dedicated project manager.  
15 We will have an IM analyst associated with that  
16 project, we'll have a testing team associated with  
17 that project, and we'll have subject-matter  
18 experts with that project. And those folks will  
19 work with your individual teams for each project.

20 So today I'm going to talk about a couple of  
21 things just for about 15 or 20 minutes. I'm going  
22 to give a little background on how we got to where  
23 we are today. I'm going to talk a little bit  
24 about our objectives and goals for the RFP  
25 procurement process, and touch a little bit on the

1 individual RFP's content, and then I have some  
2 parting words.

3 So a little background. So MuKundan  
4 Srinivasan, who's our CIO, and I have been working  
5 on this procurement for about two years. It's  
6 hard to believe. We have been working with CMS's  
7 regional office and CMS's central office. We have  
8 been participating in CMS's state cohort group.  
9 In fact, there's a call today. It is made up of  
10 about 35 states during some form of procurement  
11 cycle.

12 That cohort group CMS uses to get out the  
13 same message, the expectations of this type of  
14 procurement. We share our APDs. We share our  
15 RFPs with other states. And so you'll start to  
16 see more and more consistency on these  
17 procurements from other states.

18 To that note we did use the CMS and uniform  
19 RFP template and guidelines. And that was  
20 developed by both a state work group and a private  
21 sector work group. Our intent is that we'll make  
22 the procurement process easier and cleaner for all  
23 of us. And I would encourage you to give your  
24 feedback on this RFP process to CMS.

25 So I wanted to also state that one of our

1 objectives here is to make the procurement  
2 broader, more competitive, more innovative, and  
3 more modular to avoid big bang implementations.

4 So lessons learned in this industry is that  
5 it's very costly, it's very risky, and it's very  
6 difficult to implement the entire enterprise  
7 system on one given date. So we're going to try  
8 to avoid that.

9 We've included an initial high level flight  
10 plan in the RFPs. And when you see this you'll  
11 see it starts July 1st. And you'll say, "How  
12 could they possibly do that?"

13 So when we constructed the RFPs we actually  
14 turned them over for approval on February 29th.  
15 And at that point July 1st looked pretty good.  
16 The idea of that diagram is just to get it to give  
17 a high level concept of a staged implementations,  
18 how the procurements intertwine and have  
19 dependencies on each other.

20 And what we'll end up doing is once we award  
21 an Integrated Services Solution, we get that  
22 provider in here, they're first deliverable is a  
23 master integration plan. So you will work closely  
24 with the Integrator, the ISS contractor, to come  
25 up with a plan that's feasible to implement as

1 part of that master plan.

2 In addition, you'll work closely with our  
3 Enterprise Data Warehouse Solution provider. And  
4 although the Integrator and the enterprise data  
5 warehouse provider will have an initial start up  
6 DDI phase, they will transition into working with  
7 you and your project teams on your DDI phases.

8 This RFP is one of five that we will  
9 publish. Four are published, and the fifth one  
10 should be published in the next three days.

11 So I'm going to talk a little bit about some  
12 goals. The intent of this is to replace the MMIS  
13 with components through a logical implementation  
14 program. It requires state and multiple supplier  
15 collaboration to be successful. It's unique and  
16 it's different from an MMIS implementation of the  
17 past.

18 We'll establish multiple partnerships with  
19 the supplier community to service the many  
20 Medicaid business needs. And our intent is to  
21 award contracts to cooperative, flexible, team-  
22 oriented solution providers that will result in  
23 DMAS achieving its mission to service the citizens  
24 and stakeholders of the Commonwealth.

25 So let me backtrack just a little bit. I

1 mentioned that we've worked on this for the last  
2 24 months, and we've actively participated with  
3 CMS. And if you've been involved in this industry  
4 and have gone to any conferences over the last two  
5 years, you'll recognize this as a major shift in  
6 the way Medicaid is going to do business.

7 In 2014 and 15 we conducted our MITA State  
8 Self-Assessment on Version 3.0. It's posted on  
9 our DMAS website along with the Vendor library.  
10 If you have not had a chance to go out and look at  
11 that information, I highly encourage you to review  
12 that.

13 If you're not familiar with the MITA State  
14 Self-Assessment, it essentially is a document that  
15 says "This is the current as-is situation," and,  
16 "This is the to-be situation after we implement a  
17 Medicaid Enterprise System."

18 DMAS solicited an IV&V contract through the  
19 state CAI contract. That has been awarded to  
20 Ernst & Young. We have an IV&V kickoff meeting  
21 next Friday, the 8th of July. And DMAS has also  
22 contracted with CSG Government Services for RFP  
23 assistance.

24 I'd like to talk a little bit about some of  
25 the goals. I'm sorry, some of the objectives. We

1 want to leverage our Commonwealth of Virginia  
2 service-oriented architecture environment, or SOA-  
3 based environment.

4 The current COV SOA environment was built  
5 for the Eligibility and Enrollment Program as part  
6 of the Affordable Care Act. In keeping with CMS's  
7 objectives, we'll move toward software as a  
8 service, cloud computing, as well as commercial  
9 off-the-shelf solutions. We're going to try to  
10 limit our custom code, minimize it, or at least --  
11 at least minimize it.

12 We will make the procurement broader, more  
13 competitive, more innovative, more modular, to  
14 avoid the big bang implementations. And as I  
15 mentioned, we have put in the flight plan. So  
16 take a look at that.

17 A couple of goals. We want to replace the  
18 system with components with a logical  
19 implementation program that requires state and  
20 multiple supplier collaboration. I cannot  
21 emphasize enough how important multiple supplier  
22 cooperation is on this program.

23 We're looking for the Integrator to take the  
24 lead of the environment, and we're looking for  
25 different suppliers, the MES suppliers to

1 participate in any of those master plans that that  
2 Integrator provides.

3 For instance, we do recognize that you may  
4 have a change control process of your product, and  
5 we've allowed for that in the RFP. But we will  
6 also have an enterprise change control solution  
7 that will be headed up by the Integrator.

8 Okay. A couple of words about the RFP in  
9 particular. Chris has done a great job talking  
10 about the construct of the contract, all the  
11 procurement requirements, and has spent the last  
12 12 months working with our supply chain management  
13 to make sure that this new format satisfies both  
14 the state and the federal requirements.

15 So I'm going to talk a little bit about the  
16 way we constructed the rest of the RFP. If you've  
17 looked at the RFP the sections -- and why it's  
18 called uniformed, the sections are common  
19 throughout the other RFPs related to the MES  
20 program.

21 The unique sections for the RFPs are in the  
22 scope of work, and they include a 3.A general  
23 section, and a 3.B specific section. The general  
24 section you will see is comprised of things like  
25 project management, testing, technology. And it's

1 common across the MES RFPs. And then the 3.B  
2 section is specifically written and speaks to the  
3 needs of the business owners. So when you go  
4 through that RFP that will tie it back to  
5 requirements for that business solution.

6 When you do your bid or your response, you  
7 know, focus on the solution. We realize that when  
8 we used the term "solutions," we meant that to  
9 include both product and services. So when you  
10 look at the requirements it will state in there  
11 specifically if it's talking about a service or  
12 product requirement.

13 The IV&V will play a crucial role in the  
14 finalizing of projects and proposing -- and the  
15 proposed solutions. It will make sure that they  
16 meet the MITA requirements for CMS's certification  
17 of the MES program or the MES system.

18 We built the requirements around the MITA  
19 business processes. So we'd strongly recommend  
20 you get familiar with that. So in the past for an  
21 MMIS solution we would work with the business  
22 unit, we would define the requirements by  
23 functions. But in this RFP we've tied it to the  
24 MITA business functions and wrapped our  
25 requirements around meeting those. We are looking

1 for the best of breed solutions and that all  
2 proposals are right.

3 A couple of other comments. I mentioned  
4 already some of the dependencies of the other  
5 procurements, the ISS, or Integrator Services  
6 Master Integration Plan, the Enterprise Data  
7 Warehouse and Data Exchange and federal recording,  
8 that will be our source of storing that data.  
9 That will go to multiple sources. And then other  
10 data exchanges between MES suppliers.

11 And the Integrator will be responsible for  
12 those data exchanges. There will never be a  
13 supplier to supplier direct exchange. It will  
14 always go through the Integrator.

15 Okay, some parting words. The only  
16 certainty in this procurement is that there are a  
17 lot of changes. We welcome your participation.  
18 We have a strong internal team made up of many  
19 disciplines. We've done the due diligence to get  
20 to this point. The missing component right now is  
21 the supplier.

22 We welcome your participation, your  
23 questions and ideas on how to best meet out  
24 challenges. We look for you to bring innovations,  
25 efficiencies and benefits to DMAS. We have a

1 strong team and we'll accomplish many things in  
2 the next 24 months. If you are willing and eager  
3 to participate in this monumental shift in the  
4 Medicaid IT industry we look forward to working  
5 with you. We hope you decide to participate in  
6 the proposal and the bidding process. And we want  
7 to thank you and remind you to use the emails that  
8 are set up, the email boxes set up for your  
9 questions. Thank you.

10 MR. BANASZAK: Well, I think Frank captured  
11 everything that our intent is for these RFPs.  
12 Like I said, it's something new to us. We put our  
13 vision out there, we put our goals, the path that  
14 we're going, where the whole nation is going with  
15 the MMIS systems.

16 You guys are the professionals. And I'll  
17 tell you, we're really looking forward to your  
18 proposed solutions. I know our staff is chomping  
19 at the bit to begin evaluations and looking at the  
20 solutions that are being proposed.

21 With nothing else said, you know, I greatly  
22 appreciate you all coming here this morning and  
23 listening to our presentation, and we look forward  
24 to your proposals. Thanks a lot.

25 (Conference concluded, 10:45 a.m.)

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CERTIFICATE OF COURT REPORTER

I, KURT D. HRUNENI, a Certified Verbatim Reporter, do hereby certify that I took the notes of the foregoing proceedings and thereafter reduced the same to typewriting; that the foregoing is a true record of said proceedings to the best of my knowledge and ability; that I am neither counsel for, related to, nor employed by any of the parties to the action in which these proceedings were held; and further, that I am not a relative or employee of any attorney or counsel employed by the parties hereto, nor financially or otherwise interested in the outcome of the action.

IN WITNESS WHEREOF, I have hereunto set my hand this 6th day of July, 2016.



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KURT D. HRUNENI, CVR, CCR-VA

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